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Oct. 10, 1947

Mr. Boes Hagelin,
Sandviken, Sweden

Dear Boris

Just prior to the War, Billy invented a reel holder for the easier manipulation of alphabet strips and for the reading thereof. As finally used, it was molded in aluminum and greatly increased the speed of handling this type of message, both sending and receiving. The device didn't affect the strips themselves but enabled them to be easily inserted within slides in a frame so that they could be readily moved back and forth with the eraser end of a lead pencil and properly aligned for reading purposes. The result was a very cheap hand-operated device with relatively high security, depending upon how it was used. The patent application was placed in coventry but has now been entirely released and a patent has been duly issued thereon. No applications have been filed for Sweden or any foreign countries.

As you know, many countries use several different methods of cryptography simultaneously and it would not surprise me very much if alphabet strips were used to some degree practically all over the world. I wondered, therefore, whether it would interest you to carry as an additional line a device based upon this patent and whether there would not be a ready market which would supplement and not interfere in any way with your own market.

Assuming for the time being that the device is practical, efficient, and highly desirable to anyone using an alphabet system method and assuming also that it could be made for \$6 or \$7 a unit, would you be interested in taking over the world rights exclusive of the USA and paying a royalty for the patent, charging against royalties, the cost of filing patents anywhere you desired protection? Of course I realize that you could get hold of the American patent.

REF ID: A2263063
and use it without any patent or
whether it was not patented but I know that neither you
nor your organization would consider any such program
I believe I can get an actual model made a
few years ago by an American company

Is there a problem in your country in keeping
salt dry when it is in use for the table or kitchen? Bob's
son has developed a very simple and extremely practical
device for this purpose. I don't know yet whether it is
even patentable. I am asking Nelson Moore's opinion
about this

Sincere regards to all,

As always